

Message Text

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E.O. 11652: N/A

TAGS: BEXP, ZA

SUBJECT: ZAMBIA'S HONEYWELL AGENT'S VISIT TO U.S.

ELECTRICAL MAINTENANCE LUSAKA, (EML), AGENCY FOR HONEYWELL PRODUCTS IN ZAMBIA HAS REQUESTED EMBASSY ASSISTANCE IN ARRANGING APPOINTMENT FOR COMPANY SPOKESMAN WITH OFFICER OF HONEYWELL CONCERNED WITH OVERSEAS AGENCIES. DR. DONALD ANDERSON, USC AT ENGINEERING DEPT., UNIVERSITY OF ZAMBIA, WILL BE VISITING MINNEAPOLIS NOVEMBER 12. HE FULLY BRIEFED ON EML CONCERNS AND AUTHORIZED TO BRING THESE CONCERNS TO HONEYWELL ATTENTION. PROBLEM BRIEFLY IS AS FOLLOWS: EML ORIGINALLY PLACED ALL ORDERS THRU MILAN OFFICE. HOWEVER, ONE YEAR AGO EML TOLD BY HONEYWELL TO USE JOHANNESBURG SUBSIDIARY. ZAMBIA IS DISCOURAGING IMPORTS FROM SOUTH AFRICA AND AS A RESULT, EML FINDING IT INCREASINGLY DIFFICULT OBTAIN IMPORT LICENCES. MOREOVER ZAMBIAN AUTHORITIES RELUCTANT TO APPROVE SENDING DOCUMENTATION AND BLUEPRINTS OF INSTALLATIONS CONSIDERED OF STRATEGIC IMPORTANCE TO SOUTH AFRICA. INABILITY TO SUPPLY DOCUMENTATION FURTHER COMPLICATES PLACING OF ORDERS. EML WISHES ESTABLISH SUPPLY SOURCE IN EUROPE TO FACILITATE HONEYWELL IMPORTS TO ZAMBIA. ACTION REQUESTED: REQUEST DISTRICT OFFICE IN MINNEAPOLIS ARRANGE APPOINTMENT FOR DR. ANDERSON TO MEET WITH APPROPRIATE HONEYWELL OFFICIAL. ANDERSON WILL CONTACT FIELD OFFICE MORNING OF NOVEMBER 12.

WILKOWSKI

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TAGS: BEXP, ZA
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